

Executive Summary



The Partnership Process is a new acquisition reform initiative that has emerged from the electronic warfare (EW) community. The new process draws on lessons learned from world-class companies to reengineer EW acquisition:

- World-class companies are customer-driven, so the lesson for Air Force acquisition is to respond to the voice of the warfighter by using military worth as the procurement criterion.
- Top companies maintain open dialogue with their suppliers, so the Partnership Process emphasizes new ways of fostering communication with industry.
- The best organizations achieve their results through continuous optimization, so we must adopt methods to converge on the best solutions.

The new acquisition process is summarized by six activities (see the following figure) that consistently put superior solutions into the hands of our warfighters as quickly and inexpensively as possible. These activities are described in more detail in Chapters 5 through 10 of this Narrative Report.

Activity	Innovative Theme
Chapter 5. Quantify Mission Deficiencies	Base deficiency analysis on warfighter strategy-to-task.
Chapter 6. Establish the Requirements	Frame the requirement in terms of airspace bought back.
Chapter 7. Convey the Requirements	Structure the RFP to ask for military worth, not specifications.
Chapter 8. Select the Source	Incentivize the contractor to reach beyond thresholds.
Chapter 9. Develop the Solution	Continuously optimize the trades among cost, schedule, and performance to converge on the best solution.
Chapter 10. Evaluate the Result	Link test and evaluation directly to warfighter needs.

Figure ES-1. The Six Activity Areas. The Partnership Process has drawn on lessons learned from world-class companies to redesign the process of EW acquisition.

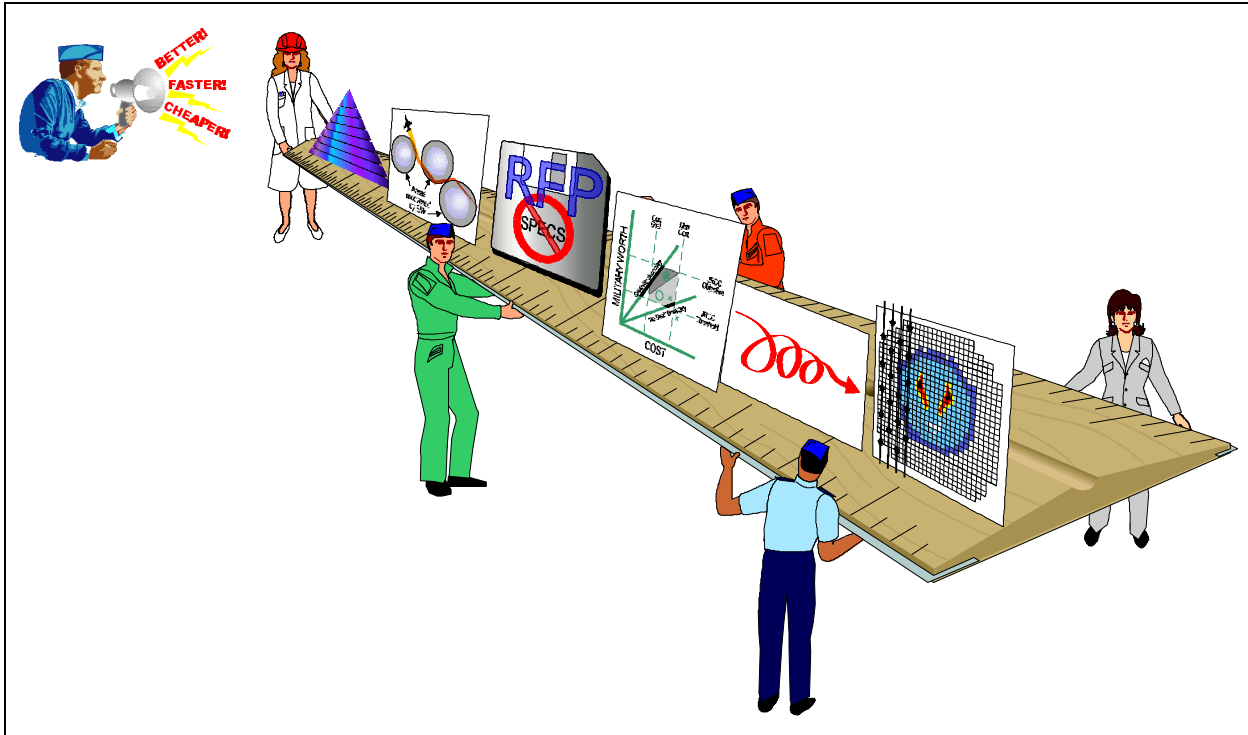


Figure ES-2. Measuring Military Worth. Measuring military worth forms the foundation for our reformed acquisition process.

The results of the Partnership Process were achieved over the past year through a series of intensive Integrated Process Team (IPT) meetings that included broad representation from Air Force organizations and our contractors. This Narrative Reports describes the new process, and we expect that implementation for EW programs will begin soon. We will then shift the acquisition reform focus from electronic warfare to adapt our new methods to fit into the broader scope of Air Force acquisition.